

REP HEADLINE# 6268078      TRF# 488709      REP: TEL# 703-516-9399      FAX# 703-516-9680  
 \*\*\* UNAPPROVED REV #2 \*\*\*      CREDIT ADVISORY: AGENCY CREDIT RISK !!!      AUG9/12 13.55  
 ORDER WORKSHEET      HARRIS REPORT FROM REP      \*\*\* CHANGES \*\*\*      \*\* WFSB-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME ISS/NEW DIRECTION PROJECT  
AGY # \_\_\_\_\_ AGY. NAME LUC, INC.  
25 WHITLOCK PLACE, SW, SUITE 201  
MARIETTA, GA 30064

REP. # \_\_\_\_\_ OFF. # \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
BUYER NAME DEVON PRESCOD  
SALES PRSN WA- HEATHER UTTLEY (H)

ORDER # \_\_\_\_\_ CONTRACT # 6268078 CLASS: NATL. LOCAL REGIONAL  
PRDCT NEW DIRECTION PROJEC EST# \_\_\_\_\_ COMMENTS: (LINE, ORDER, INVOICE)  
FLIGHT DATES AUG9/12 AUG14/12 WK-1

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE AUG9/12 13:55

REP: REVISED ORDER  
ZEROED LN 23  
ADDED LN 37  
TTL SAME  
PLS CFM  
THANKS, MIKE FOR HEATHER

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
NEW DIRECTION PROJECT

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
23	S		1100A-1200N	30		\$500.00	8/10	8/10	0		FRI	0
PROGRAM : PRICE IS RIGHT												
37	A		1030A-1130A	30		\$500.00	8/12	8/12	1		SUN	1
PROGRAM : FACE NATION/STATE												
AUG/12 37500.00												CONTRACT TOTAL
												TOTAL SPOTS
												37500.00
												44

REP HEADLINE# 6268078

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TRF# 488709

REP: TEL# 703-516-9399

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CREDIT ADVISORY: AGENCY CREDIT RISK !!!

HARRIS REPORT FROM REP

\*\*CHANGES\*\*

AUG9/12 13.55

\*\*\* WFSB-TV \*\*\*

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS /WK	:WEEK INVT	:DAYS	:TOTL SPTS
:	:LINE#	:	:	:	:	:	:DATE	:DATE	:	:	:	:SPTS

MARKET TOTALS \$75,000
WFSB 50%
WTNH 31%
WVIT 10%
WTIC 9%
WCTX 0%
WCCT 0%
WHPX 0%
CABL 0%

ACCURATE SHARES

SVC- NSI
DEMOS- RA35+\*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME

P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS \*-MULTIPLE

## CONTRACT



**WFSB**  
 333 Capital Blvd  
 Rocky Hill, CT 06067  
 (860)728-3333

<u>Contract / Revision</u> 488709 /		<u>Alt Order #</u> 06268078
<u>Product</u> NEW DIRECTION PROJEC		
<u>Contract Dates</u> 08/09/12 - 08/14/12		<u>Estimate #</u>
<u>Advertiser</u> New Direction Project		<u>Original Date / Revision</u> 08/09/12 / 08/09/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WFSB	<u>Account Executive</u> Heather Uttley	<u>Sales Office</u> HRP-WASHING
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

LUC Media Inc  
 25 Whitlock Place SW  
 Suite 201  
 Marietta, GA 30064

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
1	WFSB	08/10/12	08/10/12	Eyewitness News	5am - 5:30am		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/06/12	08/12/12	----1--				1	\$500.00			
2	WFSB	08/13/12	08/13/12	Eyewitness News	5am - 5:30am		:30			NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	1-----				1	\$500.00			
3	WFSB	08/10/12	08/10/12	Eyewitness News	5:30a - 6am		:30			NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/06/12	08/12/12	----1--				1	\$700.00			
4	WFSB	08/13/12	08/13/12	Eyewitness News	5:30a - 6am		:30			NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	1-----				1	\$700.00			
5	WFSB	08/09/12	08/10/12	Eyewitness News	6am - 6:30am		:30			NM	2	\$1,900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/06/12	08/12/12	---TF--				2	\$950.00			
6	WFSB	08/13/12	08/13/12	Eyewitness News	6am - 6:30am		:30			NM	1	\$950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	1-----				1	\$950.00			
7	WFSB	08/10/12	08/10/12	Eyewitness News	6:30am - 7am		:30			NM	1	\$950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/06/12	08/12/12	----1--				1	\$950.00			
8	WFSB	08/13/12	08/13/12	Eyewitness News	6:30am - 7am		:30			NM	1	\$950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	1-----				1	\$950.00			
9	WFSB	08/09/12	08/10/12	CBS: THE EARLY SHOW	7am - 9am		:30			NM	3	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/06/12	08/12/12	---TF--				3	\$600.00			
10	WFSB	08/13/12	08/13/12	CBS: THE EARLY SHOW	7am - 9am		:30			NM	2	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	2-----				2	\$600.00			
11	WFSB	08/10/12	08/10/12	Eyewitness News	6pm - 6:30pm		:30			NM	1	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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**WFSB**  
**333 Capital Blvd**  
**Rocky Hill, CT 06067**  
**(860)728-3333**

<u>Contract / Revision</u>	<u>Alt Order #</u>
488709 /	06268078

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
08/09/12 - 08/14/12	NEW DIRECTION PRO.	

<u>Advertiser</u>	<u>Original Date / Revision</u>
New Direction Project	08/09/12 / 08/09/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/06/12 08/12/12 ----1-- 1 \$2,100.00												
12	WFSB	08/13/12	08/13/12	Eyewitness News	6pm - 6:30pm		:30			NM	1	\$2,100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/13/12 08/19/12 1----- 1 \$2,100.00												
13	WFSB	08/11/12	08/11/12	Eyewitness News Weekend	6am - 7am		:30			NM	1	\$375.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/06/12 08/12/12 -----1- 1 \$375.00												
14	WFSB	08/11/12	08/11/12	7a-9a Sat. Eyewitness New	7am-9am		:30			NM	2	\$1,250.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/06/12 08/12/12 -----2- 2 \$625.00												
15	WFSB	08/12/12	08/12/12	7a-9a Sun Eyewitness News	7am-9am		:30			NM	2	\$1,250.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/06/12 08/12/12 -----2 2 \$625.00												
16	WFSB	08/12/12	08/12/12	CBS Sunday Morning	9:00am - 10:30am		:30			NM	2	\$1,900.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/06/12 08/12/12 -----2 2 \$950.00												
17	WFSB	08/10/12	08/10/12	Eyewitness News	11PM - 11:35PM		:30			NM	1	\$1,200.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/06/12 08/12/12 ----1-- 1 \$1,200.00												
18	WFSB	08/13/12	08/13/12	Eyewitness News	11PM - 11:35PM		:30			NM	1	\$1,200.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/13/12 08/19/12 1----- 1 \$1,200.00												
19	WFSB	08/09/12	08/10/12	10am-11am	10am - 11am		:30			NM	2	\$800.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/06/12 08/12/12 ---TF-- 2 \$400.00												
20	WFSB	08/13/12	08/13/12	10am-11am	10am - 11am		:30			NM	1	\$400.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/13/12 08/19/12 1----- 1 \$400.00												
21	WFSB	08/10/12	08/10/12	10am-11am	10am - 11am		:30			NM	1	\$400.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/06/12 08/12/12 ----1-- 1 \$400.00												
22	WFSB	08/13/12	08/13/12	10am-11am	10am - 11am		:30			NM	1	\$400.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/13/12 08/19/12 1----- 1 \$400.00												
N 23	WFSB	08/10/12	08/10/12	11a-12p Price is Right	11am - 12pm		:30			NM	1	\$500.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/06/12 08/12/12 ----1-- 1 \$500.00												
<u>Spot</u> <u>Ch</u> <u>Date Range</u> <u>Description</u> <u>Start/End Time</u> <u>Weekdays</u> <u>Length</u> <u>Rate</u> <u>Type</u> 1 WFSB 08/06/12-08/12/12 11a-12p Price is Right 11am - 12pm -----F---- :30 \$500.00 NM See MG 23.2 2 WFSB 08/12/12-08/12/12 Face the Nation/ Face the St 10:30am - 11:30am -----S- :30 \$500.00 NM Ⓜ MG for 23.1 08/10												
24	WFSB	08/13/12	08/13/12	11a-12p Price is Right	11am - 12pm		:30			NM	1	\$500.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/13/12 08/19/12 1----- 1 \$500.00												
25	WFSB	08/10/12	08/10/12	Eyewitness News	12pm - 12:30PM		:30			NM	1	\$650.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 08/06/12 08/12/12 ----1-- 1 \$650.00												
26	WFSB	08/13/12	08/13/12	Eyewitness News	12pm - 12:30PM		:30			NM	1	\$650.00

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**333 Capital Blvd**  
**Rocky Hill, CT 06067**  
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<u>Contract / Revision</u>	<u>Alt Order #</u>
488709 /	06268078

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
08/09/12 - 08/14/12	NEW DIRECTION PROJ	

<u>Advertiser</u>	<u>Original Date / Revision</u>
New Direction Project	08/09/12 / 08/09/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	1-----				1	\$650.00			
27	WFSB	08/10/12	08/10/12	4p-5p Dr. Oz	4pm-5pm		:30			NM	1	\$950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/06/12	08/12/12	-----1--				1	\$950.00			
28	WFSB	08/13/12	08/13/12	4p-5p Dr. Oz	4pm-5pm		:30			NM	1	\$950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	1-----				1	\$950.00			
29	WFSB	08/10/12	08/10/12	Eyewitness News	5pm - 5:30pm		:30			NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/06/12	08/12/12	-----1--				1	\$1,500.00			
30	WFSB	08/13/12	08/13/12	Eyewitness News	5pm - 5:30pm		:30			NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	1-----				1	\$1,500.00			
31	WFSB	08/09/12	08/10/12	Eyewitness News	5:30pm - 6pm		:30			NM	2	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/06/12	08/12/12	----TF--				2	\$1,500.00			
32	WFSB	08/13/12	08/13/12	Eyewitness News	5:30pm - 6pm		:30			NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	1-----				1	\$1,500.00			
D 33	WFSB	08/11/12	08/11/12	Eyewitness News	6pm - 6:30pm		:30			NM	0	\$0.00
34	WFSB	08/11/12	08/11/12	Sa Late News	11PM - 11:35PM		:30			NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/06/12	08/12/12	-----1-				1	\$1,200.00			
35	WFSB	08/12/12	08/12/12	Eyewitness News Weekend	6am - 7am		:30			NM	1	\$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/06/12	08/12/12	-----1				1	\$375.00			
N 36	WFSB	08/14/12	08/14/12	Eyewitness News	5:30a - 6am		:30			NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	-T-----				1	\$700.00			
Totals											44	\$37,500.00

Time Period	# of Spots	Gross Amount	Net Amount
07/30/12 - 08/14/12	44	\$37,500.00	\$31,875.00
<b>Totals</b>	<b>44</b>	<b>\$37,500.00</b>	<b>\$31,875.00</b>

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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